



Responses to Questions Submitted – Fuel-efficient Cookstove Distribution in Kenya

Revised as of 4/22/2013

- 1. Are international NGOs active in providing a variety of types of assistance in the cookstoves sector in Kenya, including technical assistance, eligible for an award as a prime recipient?**

Response: Please see Section 3, page 10 of the RFA document. “The primary applicant must be a business *directly* involved in revenue generation from cookstoves through market-based activities or a financial institution. General technical assistance providers are not eligible to submit proposals as primary applicants, but may be part of consortium if they serve a specific role in the implementation of the proposed activities.”

- 2. The eligibility criteria in 3.1, items 2-8 seem more like requirements to include in the proposed project than eligibility requirements designating what type of organizations are eligible for award. Can you clarify?**

Response: Eligibility criteria 2-8 are conditions that must be present in the application in order for it to be considered for funding.

- 3. Will the grant be issued as a sub-grant to Winrock, a grant to USAID, or something else?**

Response: The grant will be issued by Winrock directly to the grantee.

- 4. Can Winrock provide any guidance as to the terms and conditions that will be included in the grant agreement?**

Response: Terms and conditions not already specified in the RFA will be discussed and negotiated with the grant winner at time of award.

- 5. What payment terms will be available under the agreement, such as grant advances or cost reimbursement?**

Response: Terms and conditions not already specified in the RFA will be discussed and negotiated with the grant winner at time of award.

- 6. Will the Grant agreement be subject to approval by USAID prior to being issued by Winrock?**

Response: A review committee consisting of Winrock, USAID and other external reviewers will be developed as part of the grant selection process. The grant agreement itself will be subject to internal Winrock contractual review.

- 7. Is it possible to have a Non Disclosure Agreement in submitting an application?**

Response: Winrock will share applications with review committee members only. We will not share any information included in submitted applications for any reason other than application evaluation. Applicants may include a statement in their application footer that states: *No part of this document may be distributed for a purpose other than its evaluation.*

With regard to grant-funded activities, please see section 2.7 on page 10 of the RFA, which explains: “Grant recipients, together with Winrock, will need to document successful technical approaches to supporting the objectives of the program, and be willing/able to share key findings with other stakeholders in the sector. As such, applicants must acknowledge that not all information/data generated through grant-funded activities is to be considered proprietary.”

8. **If we submit an application as a primary entity for funding would we still be able to be a contractor for other organizations who may want to use our stoves in their applications. What if our distribution partner is the prime and we are a secondary/ sub? Or in general- what would it take for us to have the ability to submit our own proposal but not deny others the ability to use our stoves?**

Response: As a clarification to section 2.5 of the RFA, primary applicants cannot be sub-grantees on another primary applicant’s application (i.e., recipients of grant funds from another primary applicant). However, if a cookstove manufacturer submits a proposal as a primary applicant, that would not preclude another primary applicant from including the distribution of that manufacturer’s cookstoves in its application.

9. **We have reviewed the requirements for us to participate in the grand award and regret to advise that that we currently do not have capacity to support lending at microfinance level for the loan amounts expected for the project. We would be glad to work with microfinance institutions (MFIs), SACCOS and credit unions who will act at the microfinance level. Kindly advise whether the programme allows for this additional layer for funding purposes**

Response: Applicants are able to provide end-user finance for stoves directly or through MFIs and SACCOS. Support organizations are eligible to be recipients of grant funds if they are included as sub-grantees on an application where the primary applicant meets all eligibility criteria described in section 3 of the RFA. Please keep in mind that grant funds can also be used to build capacity for expanding lending to the cookstove sector. See section 2.6.1 which states that “Costs incurred in the development of financial products, including market research, product design and marketing, staff training, development of appropriate monitoring and financial management systems, etc. will be eligible to be funded by the grant.”

10. **We have a local innovative ethanol cook-stove and branded denatured alcohol fuel system that we plan to launch into the Kenyan market. We have a consortium and partners and It has been tested and ready for consumer scale up: Are we eligible?**

Response: Please see section 2.4, which states that “Activities supporting ethanol and liquefied petroleum gas (LPG) cookstoves and fuels are not eligible for funding.”

11. **I am trying to find out who has made the decision to restrict this clean cookstove project to biomass cookstoves given the number of sunny days each year in Kenya and the fact that solar cookers have been used in that country for more than twenty years. There are tens of thousands of solar cookers**

being used in Chad and Sudan but Kenya, which is right on the equator, gets even more sun. Any information you can provide would be much appreciated.

Response: This grant is aimed at eliminating the distribution and financing barriers specific to fuel-efficient biomass cookstoves. While applicants must include biomass-fueled efficient cookstoves as the main focus of their proposed programs, we have not precluded the inclusion of other complementary cooking technologies or biomass fuels that do not require additional infrastructure or logistical modifications, and which have proven demand in the applicant's target areas. Please see section 2.4 of the RFA.

- 12. After carefully studying the requirements and the grant proposals, we noted we require documentations from the consultants, executive summary among others which might take extra time before the parties involved respond to our requests. The purpose of this email is to seek clarifications from that end on whether we can proceed and submit our proposal while the other partners forward the other relevant documents directly to you at a later stage and if it is mandatory to have a consultant, if so what role he/she is expected to play to add value to the project which is likely to create conflict of interest and compromise patent right.**

Response: Applicants must include all required elements as indicated in Section 5 of the RFA Application Submission Instructions in one complete application before the deadline of April 26, 2013 at 5:00pm Eastern Daylight Time. To clarify, the executive summary is a 1-page summary of the proposed program and team. There is no requirement that applicants include any external consultants in their applications, although they are welcome to do so if they choose.

- 13. Is it possible for the primary applicant and the grant manager to be different entities?**

Response: It could be possible for the primary applicant and the grant manager to be different entities. In this scenario the financial and organizational management capacity of both organizations will be assessed as part of the evaluation of applications. Primary applicants who propose to have a separate grant manager should provide a very detailed explanation in their application of the team's management structure (i.e., how the two organizations will work together/roles and responsibilities of each) as well as an explanation of how this type of relationship will deliver cost-effective results.

- 14. Is it possible to know what the size of the RFA fund is... in the EOI it mentioned \$1 million. Is that still the case?**

Response: Please refer to the RFA overview "Winrock anticipates awarding one or more grants, individually ranging in size from \$250,000 (minimum) to \$750,000 (maximum)."

The total number of grants and amount of funds awarded will depend on the applications received, but the total amount awarded (in one or more grants) will not exceed USD \$1 million.

- 15. For the external evaluation conducted by Winrock should we be proposing the specific metrics to be evaluated on a program evaluation level or would this be more in the form of a process evaluation on delivering of objectives?**

Response: Applications should include a brief draft Monitoring Plan with the intended results/outcomes that the applicant expects to be achieved as a result of this grant funding. See Evaluation Criteria page

14 of the RFA “Monitoring, sharing and replication plan.” As part of this draft Monitoring Plan, applicants should explain how they will monitor progress towards those results, including specific indicators/metrics to be tracked throughout the life of the grant. This draft plan will later be expanded into a full Monitoring and Evaluation Plan, which will be finalized together with Winrock post-award. The final external evaluation will seek to evaluate the impacts of the program; the evaluation design will be conducted in coordination with Winrock and the grant recipient(s).

16. Are NGOs allowed to apply?

Response: Please see section 3 “Eligibility of Applicants for the Proposed Program” on page 10 of the RFA.

As a response to all other requests received asking for general information about how to partner with this project and/or more information on requirements, we kindly request that you refer to the full RFA which includes submission instructions, eligibility requirements, and evaluation criteria, and is available online at <http://www.relwa.org/KenyaCookstovesRFA> (direct link to RFA: [http://www.relwa.org/sites/default/files/USAID-Winrock Kenya Cookstoves RFA 0.pdf](http://www.relwa.org/sites/default/files/USAID-Winrock%20Kenya%20Cookstoves%20RFA%200.pdf))